Raven Gimbal, RQ-11B DDL
Customer Checklist
7/30/2018

Here is a list of questions that will assist the customer in developing a Letter of Request (LOR) for the Raven Gimbal, RQ-11B, Unmanned Aircraft System (UAS). This checklist was developed in coordination with the US Army's UAS Project Manager's Office. Please have the customer include the responses to these questions in the LOR. This will assist us in developing a Total Package Approach Letter of Offer and Acceptance (LOA).

1. How many Raven Gimbal systems does the country want to purchase?

Each Raven Gimbal system consists of:

- 3 each Air Vehicles (AV) per system.
- 3 each Gimbal Payloads
- 2 each Ground Control Station (GCS) per system/Remote Video Terminal (RVT) per system.
- 10 each rechargeable Lithium Batteries for AVs.
- 10 each rechargeable lithium batteries for GCS
- 2 each Universal Battery Rechargers
- 3 each System Field repair Kit/Spare Parts Kit.
- 1 each Reconnaissance, Surveillance, Target and Acquisition (RSTA) Kit

2. The Raven Gimbal, RQ-11B UAS is not organically supported by the US Army and requires no US support contractor personnel to be collocated in country. A Contractor Logistics Support (CLS) contract is required to provide depot maintenance, and spare/consumable parts. In order to price CLS in the LOA, request the customer identify the operational tempo (OPTEMPO) that country plans to fly (Low OPTEMPO = 100, Normal OPTEMPO = 200, High OPTEMPO = 300). For planning purposes, the US Army assumes an OPTEMPO of 200. It is recommended the period of performance be greater than or equal to 24 months.
    - High OPTEMPO - 300 missions per year
    - Normal OPTEMPO - 200 missions per year
    - Low OPTEMPO - 100 missions per year

3. How many persons will be trained? Two persons can be trained per system. English Comprehension Level (ECL) of 80 is required. If students do not have an ECL of 80, will customer provide an interpreter?

4. Do students have hand-held gaming experience? (i.e. Nintendo, xbox, Playstation). Experience not required, but will determine length of training.

5. Where does country want training to take place?

    - OCONUS (specify city in country)
    - CONUS (Redstone Arsenal, Alabama, USA)

6. Currently the Raven Gimbal RQ-11B Digital Data Link (DDL) operates within the frequency range of 1625MHz to 1725MHz. If customer requires a different frequency range, please advise (nonstandard frequencies can be accomplished, but possible non-recurring costs will be associated with the change in frequency range).

7. What type of funding is country planning to use (Country funds, FMS Credit, BPC, etc)?

8. Does the customer have National Geo-Spatial (NGA) agreement through the USG? If not, do they have digital mapping resources? If so, what map format? (for example: Digital Terrain Elevation Data (DTED), Compressed ARC Digitized Raster Graphics (CADRG) 1:5 M to 1:500 K, or controlled Image Base (CIB)? If a country does not have a bi-lateral mapping agreement with the National Geospatial Agency, it may be possible to procure the necessary mapping products under the FMS case.

9. Which city shall the Raven Gimbals deliver to?

10. Does the customer have a freight forwarder?

11. Is Travel and Living Allowance (TLA) and Medical Services line for the duration of training required on the case? If case is not Section 333 Funded, country must submit a TLA Waiver Request.